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DRAFTED BY:E/AN:STYLES
APPROVED BY:E/TT:LOY
CAB:WATSON
EUR/AIS:BEAUDRY
DOT:BINDER-GOWNLEY SUBS

P 080036Z MAY 70
FM SECSTATE WASHDC
TO AMEMBASSY ROME PRIORITY
AMEMBASSY LISBON

DEPARTMENT OF STATE A/CDC/PA
REVIEWED BY _____ DATE 15 MAY 1989
RDS ☐ or XDS ☐ EXT. DATE _____
TS AUTH. _____ DCA 940392
ENDORSE EXISTING MARKING ☐
DECLASSIFY ☐ RECLASSIFY ☐
RELEASE IN PART ☐
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SUBJ: ITALIAN NEGOTIATIONS

LISBON FOR USDEL

REF: ROME 2195

1. USDEL AUTHORIZED PURSUE FOLLOWING POSITION WHEN TALKS RESUME ROME ON 11TH:

A. US PREPARED RESOLVE MULTIPLE DESIGNATION ISSUE ON BASIS LANGUAGE WHICH GIVES ITALIANS A PRIORI CONSULTATIONS BEFORE NEW US CARRIER DESIGNATED BUT WHICH MAKES IT CLEAR THAT PURPOSE SUCH CONSULTATION IS TO DETERMINE COMPENSATION RATHER TO GIVE ITALY VETO.

B. USDEL MAY PROPOSE THIS CONCEPT TO ITALDEL AND IF IT ACCEPTS IN PRINCIPLE, PROPOSE SPECIFIC LANGUAGE. MEANWHILE, WE WILL SEEK FORMULATE ILLUSTRATIVE LANGUAGE FOR USDEL

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GUIDANCE.

C. DELEGATION SHOULD SEEK TO RETURN TO "FROM US" FORMULATION FOR US ROUTES WITHOUT SEPARATE LISTING POINTS IN US. THIS CAN BE EXPLAINED BY STATING THAT ON BASIS OF PAST NEGOTIATING HISTORY OUR UNDERSTANDING IS THAT IF WE CONCEDE RIGHT TO DESIGNATE ADDITIONAL CARRIER WITHOUT COMPENSATION, "FROM US" FORMULATION ACCEPTABLE TO ITALIANS. AS FALLBACK, WOULD BE PREPARED TO ACCEPT SEPARATE LISTING ALL US CERTIFICATED POINTS, EXCEPT IN EVENT ITALY GETS ANY POINT (SUCH AS DALLAS) NOT NOW CERTIFICATED TO US CARRIERS.

D. RE POINTS FOR ITALY: IF REMAINDER PACKAGE OTHERWISE SATISFACTORY, US DELEGATION MAY AGREE TO NEW YORK, BOSTON, CHICAGO, LOS ANGELES, WASHINGTON, BALTIMORE AND EITHER PHILADELPHIA OR DETROIT. IF DALLAS NECESSARY TO MAKE ROUTE DEAL, IT MAY BE SUBSTITUTED FOR ANY POINT OTHER THAN BALTIMORE OR WASHINGTON. MANNER IN WHICH ITALIAN POINTS CO-TERMINALIZED IS IMPORTANT ISSUE IN VIEW OF CONCERN THAT PACKAGE NOT GET UNBALANCED IN FAVOR ITALIANS, IN OPINION OF US CARRIER INDUSTRY. OUR CONCERN IN THIS REGARD IS GENERAL; BUT DELEGATION PARTICULARLY NOT RPT NOT AUTHORIZED TO COTERMINALIZE LOS ANGELES WITH ANY POINT OTHER THAN EITHER CHICAGO, DALLAS, OR DETROIT.

E. IF USDEL UNABLE SELL FOREGOING AFTER VIGOROUS EFFORT, IT SHOULD REPORT AND SEEK FURTHER INSTRUCTIONS.

F. RE OTHER ISSUES, USDEL SHOULD BE GUIDED BY PAST INSTRUCTIONS.

2. FOR ROME: IT SEEMS TO US THAT IT HELPFUL IF EMBASSY COULD SET STAGE FOR TALKS BY TALKING TO APPROPRIATE ITALIAN CONTACTS ALONG FOLLOWING LINES:

A. THERE IS GOOD POSSIBILITY USG WILL ACCEPT SOME SORT COMPROMISE ON TREATMENT OF MULTIPLE DESIGNATION ISSUE. HOWEVER, WASHINGTON DEEPLY CONCERNED BY ITALDEL TACTICS TO DATE BECAUSE IT HAS BEEN IMPOSSIBLE TO LEARN TRUE ITALIAN POSITION ON OTHER ISSUES (E.G. ALL-CARGO, CAPACITY, ETC.)

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WHICH IN AGGREGATE ARE CRUCIAL TO US. WASHINGTON HAS COMPROMISED AND CONCEDED ON MANY ISSUES BUT IS WARY OF DOING SO AGAIN ON MULTIPLE DESIGNATION UNTIL IT KNOWS OTHER ISSUES CAN BE RESOLVED. VAGUE RESPONSES NOT SATISFACTORY. THEREFORE URGE THAT ITALDEL COME CLEAN ON ALL THESE OTHER ISSUES. IF THIS CAN BE DONE, USDEL WILL BE PREPARED DISCUSS SOLUTION MULTIPLE DESIGNATION AND RELATED ROUTE ISSUES IN MANNER DESIGNED ACHIEVE AGREEMENT.

B. USDEL UNDER STRONG PRESSURE FROM WASHINGTON TO CONCLUDE TALKS BY MAY 16 DUE OTHER PRESSING COMMITMENTS. TALKS HAVE ALREADY TAKEN THREE WEEKS (NOT TO MENTION INNUMERABLE PAST SESSIONS). IF CANNOT GET AGREEMENT BY WEEK'S END, NO REALISTIC PROSPECT RESUMING FOR AT LEAST A MONTH.
ROGERS

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